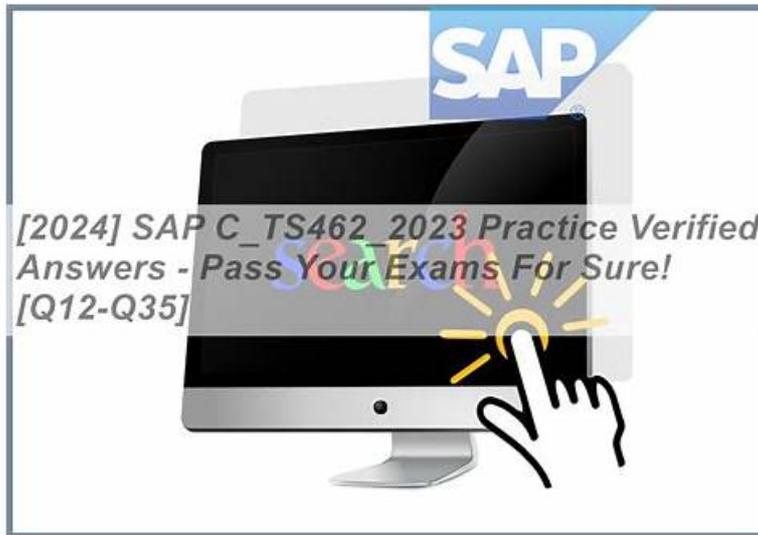# Excellent Technical C-TS462-2023 Training & Leading Offer in Qualification Exams & Fast Download C-TS462-2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales

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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Sales Documents: This topic covers the explanation and performance of tasks related to sales document customization, including pricing and condition techniques. It also encompasses the shipping process and its associated customization settings.
Topic 2	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 3	• Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.
Topic 4	• Pricing and Condition Technique: The section on pricing and condition technique falls under the broader topic of sales documents and customizing, covering related tasks and explanations.
Topic 5	• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.
Topic 6	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.

Topic 7	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q49-Q54):

NEW QUESTION # 49
To what do you assign a material listing procedure?

- A. Sales document type
- B. Sales item category
- C. Sales area, document pricing procedure, and customer pricing procedure
- D. Sales organization and sales document type

Answer: D

Explanation:
This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and the type of sales document being processed.

NEW QUESTION # 50
The delivering plant should be determined automatically for a sales order item.
Which Master Data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Sold-to party
- B. Material determination
- C. Ship-to party
- D. Customer material info record
- E. Material master

Answer: A,D,E

Explanation:
Sales Process and Analytics

NEW QUESTION # 51
You save a sales order and receive a system message that a business partner of a specific partner function is missing.
Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Invoicing party (11)
- B. Ship-to party (SH)
- C. Sold-to party (SP)
- D. Ordering party (1)

Answer: B,C

NEW QUESTION # 52

The delivering plant should be determined automatically for a sales order item.

Which sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Sold-to party
- B. Material determination
- C. Ship-to party
- D. Customer material info record
- E. Material master

Answer: A,D,E

NEW QUESTION # 53

Which of the following is a characteristic of decision table processing as used in BRF+ output management?

- A. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- B. It is possible to maintain multiple condition column cells, but only one result column cell for each table row
- C. Every table row is processed in sequence. In each row, every condition column cell isprocessed from right to left.
- D. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.

Answer: A

Explanation:
A characteristic of decision table processing in BRF+ output management is:
B . It is possible to evaluate the content of condition column cells by using comparison operators or value ranges: This allows for flexible and complex decision-making logic based on the data entered into the decision table.

NEW QUESTION # 54

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